

Message Text

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PAGE 01 CASABL 00979 111130Z

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AMEMBASSY RABAT

UNCLAS CASABLANCA 0979

E.O. 11652: N/A

TAGS: BEXP, MO

SUBJ: MAJOR PROJECT: GOM REFINERY EXPANSION

REF: CASABLANCA 894, STATE 200913

1. WE HAVE BEEN INFORMED BY ABDERRAFIH MENJOUR, DIRECTOR GENERAL, SAMIR, THAT STONE AND WEBSTER ENGINEERING CORP., BROWN AND ROOT, WILLIAMS BROTHERS, OCEANIC PROCESS AND FLUOR CORP. HAVE BEEN SELECTED AS ELIGIBLE COMPANIES TO SUBMIT BIDS AGAINST TENDER COVERING EXPANSION PROJECT. REPORTEDLY, EACH COMPANY HAS RECEIVED TELEGRAM CITING THEIR ELIGIBILITY. AND ADVICE TO THE EFFECT THAT IN ORDER TO RECEIVE COPY OF TECHNICAL SPECIFICATIONS EACH BIDDER MUST PAY 25,000 (DOLS 6,000) WHICH IS NOT RPT NOT RETURNABLE.

2. IN EXPLANATION OF THIS UNIQUE--IF NOT BIZARRE-- REQUIREMENT, MENJOUR INFORMED COMMATT THAT DUE TO ADVERSE EXPERIENCES ATTENDANT TO SAMIR'S FIRST EXPANSION PROGRAM IT WAS DECIDED TO ACQUIRE THE SERVICES OF CONSULTING ENGINEERS TO PERFORM FEASIBILITY STUDIES AND RECOMMEND TECHNICAL SPECIFICATIONS, EQUIPMENT, ETC. FOR SECOND EXPANSION PROGRAM. THE STUDY WHICH SUPPOSEDLY COST DOLS 600,000, BUT DOES CONSIST OF FOURTEEN (14) OLUMES AND STACKS TWO AND ONE-HALF FEET IN HEIGHT WAS PERFORMED BY UNIVERSAL OIL PRODUCTS CO. DES PLAINES, ILL., LITWIN CORP., WICHITA, KANSAS AND INSTITUTE FRANCAIS DU PETROL, PARIS. WHILE THERE WAS GENERAL CONSULTATION BETWEEN THESE COMPANIES, EACH WAS CONTRACTED TO SUBMIT

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PAGE 02 CASABL 00979 111130Z

A STUDY AND TECHNICAL RECOMMENDATIONS FOR A SPECIFIC PHASE

OF TURN-KEY EXPANSION PROJECT. (COMMENT: THE OCCURANCE OF TWO AMERICAN COMPANIES ESTABLISHING THE SPECIFICATIONS FOR THE PROJECT SHOULD IMPROVE THE CHANCES OF AN AMERICAN COMPANY BEING THE SUCCESSFUL BIDDER.) MENJOUR CONTINUED DEFENSE OF EXORBITANT FEE BY CONTENDING THAT EXISTING STUDY WILL APPRECIABLY MINIMIZE USUAL COST INCURRED (I.E., TRAVEL, MAN-HOURS, ETC.) BY COMPANIES IN PREPARING BIDS FOR SUCH A LARGE TURN-KEY PROJECT. ALSO, HE OPINED THAT STUDY WILL BE OF VALUE TO UNSUCCESSFUL BIDDERS AS BASIS FOR SUBMITTING BIDS ON OTHER EXISTING OR FUTURE WORLDWIDE REFINERY PROJECTS.

3. PLEASE RELAY ABOVE INFORMATION TO COMPANIES MENTIONED IN PARA. 1, BUT EXCLUDE FLUOR CORP. FYI ACCORDING TO FLUOR REP, HIS COMPANY WILL NOT SUBMIT BID SINCE IT LACKS CAPABILITY IN TAKING ON TURN-KEY PROJECT. END FYI. YOU MAY INFORM COMPANIES THAT SUCCESSFUL BIDDER ID LIBERTY TO MODIFY SPECIFICATIONS AND EQUIPMENTS AND REQUIREMENTS PROVIDING RATIONALE ACCEPTABLE TO SAMIR. IN SPEAKING TO ABOVE COMPANIES, PLEASE REQUEST THOSE WHICH WILL SUBMIT BIDS TO INFORM CONSULATE OF SUCH ACTION. BRUBECK

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